

Message Text

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61

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 SS-15 NSC-10 DOTE-00

NEA-10 H-03 DRC-01 (ADP) W
----- 083498

R 271624Z SEP 73

FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC 7780

INFO AMEMBASSY PARIS

AMEMBASSY LONDON

AMEMBASSY HELSINKI

AMEMBASSY OSLO

AMEMBASSY STOCKHOLM

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E.O. 11652 NA

TAGS: ETRN XG

SUBJ: CIVAIR: NORTHUATLANTIC FARES

REF: PARIS 24918

1. EMBOFF HAD DISCUSSION WITH SKANDS (PUBLIC WORKS MINISTRY) WHO WAS RANKING DANISH PARTICIPANT IN RECENT ECAC NORTH ATLANTIC FARES SEMINAR. SKANDS AGREED THAT TIME WAS INSUFFICIENT FOR DISCUSSION OF MOST INTERESTING SUBJECTS BUT FELT SEMINAR WORTHWILE. HE TALKED AT SOME LENGTH ABOUT HIS INTEREST IN POOLING ARRANGEMENTS, INCORPORATING CAPACITY CONTROLS, AS PARTIAL SOLUTION TO NORTH ATLANTIC FARE QUESTION. HE SAID HE PROPOSED THIS POSSIBILITY AT SEMINAR AND IN CORRIDOR DISCUSSIONS. GERMANS REACTED FAVORABLY, BUT CAB REPS SAW A NUMBER OF PROBLEMS IN PROPOSAL.

2. SKANDS SAID HIS POOLING IDEA RECEIVED NEGATIVE REACTION FROM SAS REPS WHO SAW DISADVANTAGE FOR THEM BECAUSE THEY HAVE MOST OF MARKET ON SCANDINAVIA-US TRAVEL. SKANDS POINTED
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OUT HE IS THINKING OF PROGRESSIVE POOLING WHEREBY, FOR EXAMPLE,

SAS AND PANAM WOULD START WITH 70-30 SHARES, RESPECTIVELY,
AND THE GRADUALLY MOVE TOWARD EQUAL SHARES. MORE
EFFICIENT USE OF AIRCRAFT AND OTHER ECONOMIES WOULD ASSURE
GREATER PROFITS, AND ALL WOULD BE BETTER OFF.

3. SKANDS HAS IMPRESSION THAT USG MIGHT NOT REJECT POOLING
ARRANGMENTS AND CAPACITY LIMITATION AGREEMENTS OUT OF HAND,
BUT ADMITTED HE WAS NOT CLEAR ON US VIEWS. EMBOFF HAD NO
INFORMATION TO ENLIGHTEN HIM BEYOND CAB SEPT 7 STATEMENT
ON NORTH ATLANTIC FARES

4. ACTION REQUESTED: EMBASSY WOULD APPRECIATE GUIDANCE
ON RESPONSE WE MAY MAKE TO SKANDS ON US VIEWS REGARDING
POOLING AND CAPACITY LIMITATION AGREEMENTS OVER NORTH ATLANTIC.
CROWE

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Message Attributes

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